

Awarded #1 Lugton's Agent for 2011/12/13/14
Awarded #1 Lugton's Residential Agent for 2015/16

Opening Doors



Autumn 2016

What a fantastic summer which we thought was never going to end! You could say the same about the real estate market in Hamilton. There are several reasons why this is happening.

1. Less houses on the market.
2. Record low interest rates.
3. Auckland prices and immigration.
4. Good tenancy rates.

Usually something happens which balances it out though that will depend on stock levels and economy etc.

As they say you sell and buy on the same market, though if you are looking to off load a rental property, I would suggest there has never been a better time. Contact Bruce or myself anytime for a roadside appraisal if you are curious on what your property may be worth today.

Terry: m 021 909 978
e terry.ryan@lugtons.co.nz

Bruce: m 021 666 122
e bruce.fitness@lugtons.co.nz

Lugton's Awards

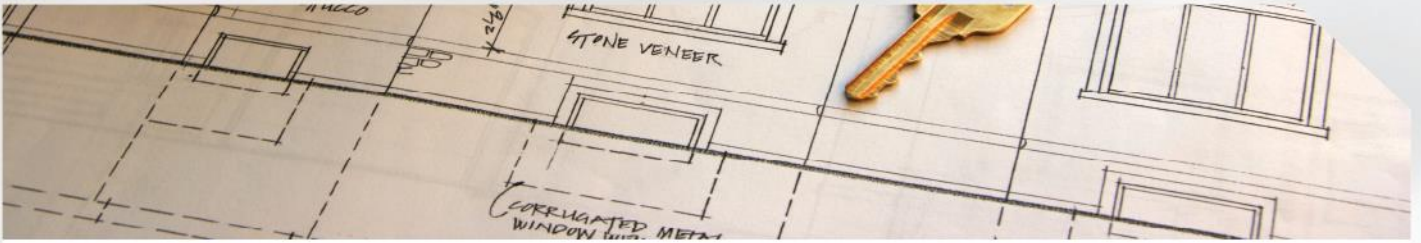
Hot off the press... Lugton's had their annual awards on Friday night and with the hard work my team has put in over the year we achieved **Number ONE Residential Agent**. We are very **thankful** for the loyal support from our clients that have helped us retain the No. 1 Residential Sales Agent for another year. Just as importantly, it is essential for us to get you a successful result for your property with our extensive experience we have.

Referrals

For those of you that have passed on a potential buyer or seller, we can't thank you enough. All we need is a name and number and we are happy to follow up the contact. There is nothing more pleasing than rewarding the referee.



m: 021 909 978 | t: 07 855 0550 | a/h: 07 853 6053 | f: 07 854 9098
e: terry.ryan@lugtons.co.nz | 238 Peachgrove Road, PO Box 9450 Hamilton 3240



Sales on the up...

The March figures shows the market is definitely not cooling off any time soon. There were 409 sales with a median sell price of \$472,000 which jumped from \$439,000 in February. This has definitely caught most people by surprise with a 7.52% increase for this period. Looking forward, we would need to see a higher number of homes on the market before there is a levelling off.

HAMILTON RESIDENTIAL SALES				
Dec 2015	Jan 2016	Feb 2016	Mar 2016	Mar 2015
NUMBER OF SALES				
338	204	301	409	329
MEDIAN PRICE				
449,500	388,000	439,000	472,000	350,000



Check out my face book page to keep updated with new listings to the market.
www.facebook.com/Terry-Ryan-Lugtons-Real-Estate

Interest Rates

This is definitely helping to drive the market forward with some banks now offering below 4.8% fixed for a couple of years. Be careful with long term fixed rates as they can be very expensive to break should circumstances change for you. Banks are still very competitive so shop around as there are some good deals being offered out there.


Typical Rates Currently Advertised


Term	Fixed Rate
12 months	4.15%
2 years	4.39%
3 years	4.65%
4 years	5.00%
5 years	5.15%

Contacts Updated

Most of you would have been contacted by my assistant Grace to update your phone numbers and emails. If by chance she hasn't been able to get hold of you, please contact one of us if any of your details have changed.

Best Regards,


Terry Ryan


Bruce Fitness

Lugton's
Established 1955 | Licensed Real Estate Agent (REAA 2008)



m: 021 909 978 | t: 07 855 0550 | a/h: 07 853 6053 | f: 07 854 9098
 e: terry.ryan@lugtons.co.nz | 238 Peachgrove Road, PO Box 9450 Hamilton 3240